

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### G.A.L. Manufacturing Corp

#### New York Manufacturing Extension Partnership

#### G. A. L. Manufacturing Corporation Increases Capacity with Lean

##### Client Profile:

G.A.L. Manufacturing Corp. (G.A.L.) is a family-owned and operated manufacturer of elevator door actuators and push button control panels. Located near Yankee Stadium in Bronx, New York, the company has a national client base of elevator contractors, building owners and original equipment manufacturers and employs 275 people.

##### Situation:

G.A.L. had a crossover bridge on its property that was originally built to accommodate pedestrians en route to Yankee games. The company had planned to expand its facility until it learned that New York City had plans to erect a new Yankee Stadium right next to the old one, a plan that would prevent G.A.L. from remodeling its building due to the proposed construction of a wider pedestrian walkway over its lot. The company needed to increase capacity to fill a burgeoning demand for its product while minimizing the amount of square footage it was currently using. Not wishing to relocate in an expensive commercial real estate market, G.A.L. worked with ITAC, New York Manufacturing Extension Partnership's (NYMEP), a NIST MEP network affiliate, Regional Technology Development Center, to find a solution to these problems.

##### Solution:

ITAC worked with G.A.L. by delivering Lean 101 training and conducting Value Stream Mapping, 5S (sort, set in order, shine, standardize, sustain) and Setup Reduction workshops. Building on this momentum, the company was able to implement significant improvements in their manufacturing processes. They significantly reduced their space requirements and cleared out a storage building which they sold for \$21.7 million.

##### Results:

- \* Retained sales of \$250,000.
- \* Saved \$3.5 million in equipment purchases.
- \* Invested \$55,000 in a new inventory management system.
- \* Invested \$75,690 in workforce training.
- \* Increased capacity by 50 percent.
- \* Created 5 new jobs.
- \* Retained 15 employees.

##### Testimonial:

"G.A.L. Manufacturing became more efficient with ITAC's expertise and advice in Lean manufacturing. We were able to sell off a part of our property that resulted in a \$21.7 million profit due to the drastic reduction of our inventory and need for space. What separates them from traditional consultants, is

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that they provided coaching services throughout the process to insure successful implementation and impact."

Paul Seifried, Vice President of Operations